

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 01855 161130Z

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ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W

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R 161035Z MAR 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 580

UNCLAS JIDDA 1855

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: PRODUCE OPPORTUNITY DIESEL GENERATOR SETS

REF: A. STATE 56461

B. JIDDA 6139 OCT 23, 1974

WILL ATTEMPT TO OBTAIN REQUESTED INFORMATION. HOWEVER,
WISH TO STRESS SENSITIVITY INVOLVED IN TRYING
TO END-RUN PRIVATE SAUDI FIRMS IN SUCH CASES. GIVEN THE
DIFFICULTY IN OBTAINING COMMERCIAL IN-
TELLIGENCE IN SAUDI ARABIA , WE HAVE HAD AN UP-HILL
BATTLE IN TRYING TO CONVINCE SAUDI FIRMS OF THE
UTILITY OF INFORMING US OF UPCOMING REQUIREMENTS.
ANY HINT THAT SUCH INFORMATION IS BEING USED TO THE
BENEFIT OF COMPETITORS WILL PROMPTLY ELIMINATE SUCH
APPROACHES AS THAT OF KAKI. U.S. FIRMS "WITH REPRESENTATIVES IN SAUDI ARABIA" SHOULD BE ENCOURAGED
TO PRESS THESE REPRESENTATIVES DIRECTLY FOR
PROJECT INFORMATION, NOT ONLY IN ORDER TO PRO-
TECT OUR POSITION BUT ALSO BECAUSE, GIVEN VERY
LIMITED EMBASSY RESOURCES, SUCH REPS SHOULD BE
ABLE TO DO A MUCH MORE THOROUGH JOB. IF EXISTING
LOCAL REPS CANNOT PROVIDE NEEDED DATA, THEN
PERHAPS U.S. FIRMS SHOULD CONSIDER CHANGING
REPRESENTATION TO MORE ENTERPRISING COMPANIES
SUCH AS KAKI.
AKINS

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Message Attributes

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Decaption Note:
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Disposition Approved on Date:
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Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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